

Message Text

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ACTION CU-04

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R 302121Z NOV 76
FM AMEMBASSY CARACAS
TO SECSTATE WASHDC 5819
INFO USIA WASHDC
AMEMBASSY QUITO

UNCLAS CARACAS 14041

STATE FOR CU/PC JOHNSON FROM TURQMAN

E.O. 11652: N/A

TAGS: EINV, OEXC

SUBJECT: CU/PC CONSULTATIONS ECUADOR

1. FMME SEMINAR ON NEGOTIATIONS FOR FOREIGN INVESTMENT WELL ORGANIZED AND EFFECTIVELY UNDERLINED MISPERCEPTIONS AMONG BOTH INVESTOR AND HOST COUNTRY PRINCIPALS. SESSION ATTENDED FOR MOST PART BY GOVERNMENT OF ECUADOR EMPLOYEES CHARGED WITH FINANCE, PLANNING AND DEVELOPMENT. ALSO SOME ECUADORIAN PRIVATE SECTOR REPRESENTATIVES PARTICIPATED, BUT NOT AS MANY AS HOPED FOR. DESPITE FMME UNDERSTANDING THAT U.S. BUSINESS REPRESENTATIVES TO BE INCLUDED, THE CENTER FOR EXECUTIVES OF GUAYAQUIL WHICH SPONSORED AND ORGANIZED SEMINAR WAS UNABLE TO INCLUDE SAME. THIS IMPUTED TO LAST MINUTE TRANSFER OF SEMINAR FROM GUAYAQUIL TO QUITO. THERE WERE HOWEVER SOME ECUADORIAN REPRESENTATIVES OF U.S. FIRMS PRESENT. THE LACK OF U.S. REPRESENTATIVES WAS ONLY WEAKNESS IN AN OTHERWISE EXCELLENT SEMINAR. IT WAS FELT THAT THE PARTICIPATION OF U.S. BUSINESSMEN WOULD HAVE LENT REALITY TO THE SIMULATIONS AND WOULD HAVE CONTRIBUTED TO IMPROVED U.S.-ECUADORIAN UNDERSTANDING OF TRADE AND DEVELOPMENT OBJECTIVES. IT WAS NEVERTHELESS STRIKING TO NOTE THE HIGH DEGREE OF RAPPORT ESTABLISHED BETWEEN ECUADOREAN PRIVATE AND GOVERNMENT SECTORS AS A RESULT OF THESE SIMULATIONS. COUNCIL OF AMERICAS AND FMME DETERMINED THAT EVERY ATTEMPT BE MADE IN FUTURE TO INCLUDE U.S. REPS IN SIMILAR PROGRAMS. IN THIS CONNECTION FMME INTERESTED IN SPONSORING THE PROGRAM NEXT

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IN MEXICO CITY.

2. EMBASSY SUPPORTED SEMINAR AND WAS REPRESENTED THROUGHOUT. ECONOMIC COUNSELOR AND COMMERCIAL STAFF MOST INTERESTED IN CORPORATE CITIZENSHIP INITIATIVES. DESPITE LIMITED TIME AVAILABLE EMBASSY ALSO ARRANGED FOR APPOINTMENTS WITH DEANS OF BUSINESS SECTIONS OF STATE UNIVERSITY (CENTRAL) AND LOCAL PRIVATE (CATOLICA). THE FORMER HOPES TO EXPAND ITS PROGRAM SIMILAR TO MBA AND THE LATTER ATTEMPTING TO DEVELOP AN MBA PROGRAM. BOTH UNIVERSITIES MOST INTERESTED IN TIES WITH AACSB AND AIB, BUT RAISED QUESTION OF FUNDING TO MAINTAIN OR TO DEVELOP ANY LONG TERM RELATIONSHIP.

3. THERE IS LIMITED DEVELOPMENT OF PROFESSIONAL ASSOCIATIONS AND CONSENSUS THAT NOT FEASIBLE TO PROMOTE PROFESSIONAL ASSOCIATION TIES AT THIS TIME. THERE IS NEVERTHELESS INTEREST AMONG PROFESSIONALS ASSOCIATION MEETINGS ESPECIALLY IF LOCATED WITHIN INEXPENSIVE TRAVELLING DISTANCE.

4. IN FURTHER CONVERSATIONS WITH MANAGER OF AGRICULTURAL BANK, THE IMPORTANCE MANAGEMENT TRAINING FOR MIDDLE AND LOWER LEVEL TRAINEES RAISED. THIS MAJOR GOE OBJECTIVE. INTERESTINGLY, THE HEAD OF THE CENTER FOR EXECUTIVES IN GUAYAQUIL WHICH SPONSORED SEMINAR HAS BECOME AMERICAN MANAGEMENT ASSOCIATIONS' CORRESPONDENT IN ECUADOR UNDER CU'S PROGRAM TO ENCOURAGE AMA TO PROMOTE PROGRAM ACTIVITIES IN DEVELOPING COUNTRIES. THIS RELATIONSHIP EXPECTED TO LEAD TO EXTENSION OF INDEPENDENTLY FUNDED TRAINING PROGRAMS AND DIRECT EXCHANGES WITH THE UNITED STATES.
VAKY

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